

From Executive Sr. Sales Director Sherrill Steinman...

HOW WOULD YOU LIKE TO BOOK ALL YOUR CLASSES to be HELD in THE first 20 DAYS OF each MONTH?

Using this idea you will book most of your Classes for the month into days 1-20 of each month, giving you plenty of follow up time to end the month with Star orders for your new Team Members and plenty of time to hold more appointments to meet your month end goals!

Get a color photo of the custom compact filled and create a visual for your promotion that goes something like this:

NEW YEAR - NEW YOU!!

THIS *elegant Custom Compact* designed to keep you LOOKING YOUR MOST GLAMOROUS FOR THE NEW YEAR, CAN BE YOURS AT A GREAT PRICE!! **\$52+** VALUE --YOURS for \$1- \$20, YOUR CHOICE!

To Qualify for the 'almost' FREE price, Partner with me for an hour!

1. **Invite** 5-8 (and have 4,5 attend) friends to join you in a personalized appointment to see the latest and hottest with Mary Kay! (Guests MUST be 18 years or older).
2. **Generate \$100 in Retail Sales** (either, total from Class and/or outside orders).

Your COMPACT PRICE is the same as your **date** of your CLASS APPOINTMENT!!

EXAMPLES:

- 1) Schedule and hold your appointment on the **3rd day** of the month and pay \$3 for your FILLED COMPACT!!
- 2) Schedule and hold your appointment on the **19th day** of the month and pay \$19 for your FILLED COMPACT!!

Be ready with your Hostess Coaching packet and materials that you use and FILL THAT DATE BOOK UP DREAM BUILDERS!!!!!!!